

Message Text

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PAGE 01 STATE 021209
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 DOTE-00 FAA-00 /021 R

DRAFTED BY COMM/BED/OED/SIPS/JTHARDISTY/SG
APPROVED BY EB/OCA/CM/SPHARRI
COMM/BED/OED/SIPS/WRHAYDEN
COMM/BED/OED/OBOD/TTTURQMAN
COMM/BED/OIM/KNICHOLS (PHONE)
STATE/EUR/WE/AHUGHES (PHONE)
DOT/FAA/JCARMICHAEL (INFO)

-----032852 270459Z /17

R 261722Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY MADRID

UNCLAS STATE 021209

E.O. 11652: NA

TAGS: BEXP, SP

SUBJECT: PRODUCT OPPORTUNITY - CRASH FIRE RESCUE VEHICLES
FOR GOS

1. OSHKOSH TRUCK CORP. HAS CONTACTED STRATEGIC INDUSTRIAL
PRODUCT SALES (SIPS) OF USDOC RE INFORMATION THAT MAY BE
AVAILABLE ON APPARENT REQUIREMENT BY GOS FOR 14 CRASH FIRE

RESCUE (CFR) VEHICLES. ACCORDING TO OSHKOSH, SIX CFRS
WOULD BE DESTINED FOR SPANISH AIR FORCE AND EIGHT FOR THE
SPANISH AIR MINISTRY. FIRM HAS BEEN APPROACHED, FOR GENERAL
INFO PURPOSES, BY QUOTE JEFE DE SERVICIOS GENERALES DE
AEROPUERTOS NACIONALES, SUBSECRETARIA DE AVIACION CIVIL,
MINISTERIO DEL AIRE, MADRID, SPAIN - ATTN: CDR, LUIS
MEDRANO DE PEDRO UNQUOTE;

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2. SIPS UNDERSTANDS THAT THERE HAVE BEEN RUMORS FOR SOME
TIME REGARDING THIS OR SIMILAR REQUIREMENTS. IF DECISION
APPEARS TO BE EMINENT OR THERE HAS BEEN ANY RECENT INDICA-
TION THAT A TENDER WILL BE SHORTLY ANNOUNCED, THIS
INFORMATION WOULD BE USEFUL. QUESTION HAS ALSO ARISEN AS
TO WHETHER CIVILIAN AND MILITARY PURCHASING, IN A CASE
SUCH AS THIS, WOULD BE HANDLED BY ONE MINISTRY OR TWO.

3. OSHKOSH HAS, AT VARIOUS TIMES, BEEN CONTACTED BY SIX SPANISH FIRMS SEEKING TO REPRESENT THEM (NOT NECESSARILY ON THIS PARTICULAR REQUIREMENT). THEY ARE:

1) MECANIZACION DE OBRAS S.A.
ONESIMO REDONODO 34-MADRID (8)
PHONE: 2471707
MR. MORAN

2) EXTOSA ESPANOLA TOTAL S.A.
PASELO DE CALVO SOTELO, 10
KM 123 - MADRID 20
PHONE: 2258960, 2093846

3) F.I.M.E.;S.A.
FEDERICO SALMON, 11 - MADRID 16
PHONE: 259,72,05
DIRECTOR GENERAL

4) TALLERES BASANTA, S.A.
VICTOR PRADERA, 47 - MADRID 8
PHONE: 247 29 45/46
MR. L. GABARDA

5) EXCLUSIVA ESPANOLA TOTAL S.A.
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CARRETERA DE TRUN (POR FUENCARRAL)
KM 12,3 MADRID 34

6) ARALCO
CALLE ZURBANO 29
MADRID 4
TWX: 43809 MADRD HALA
MR. JUAN-LUIS AMEZAGA

OF THE SIX, TWO (EXTOSA ESPANOLA TOTAL S.A. AND EXCLUSIVA EXPANOLA TOTAL S.A.) APPEAR TO BE COVERED IN ONE WTDR OF 11/77 (MADRID 08933). WTDR'S ON REMAINING FOUR FIRMS ARE NOT ON FILE WITH USDOC BUT MAY WELL BE REQUESTED BY OSHKOSH. ANY INTERIM INFORMATION EMBASSY HAS ON THESE FIRMS WOULD BE HELPFUL AT THIS TIME. VANCE

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NNN

Message Attributes

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Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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Disposition Date: 01 jan 1960
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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TAGS: BEXP, SP
To: MADRID
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